

Message Text

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17

ACTION EA-09

INFO OCT-01 ISO-00 AID-05 CIAE-00 COME-00 EB-07 FRB-03

INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 L-03 H-02 NSC-05 SS-15

STR-04 CEA-01 PA-01 PRS-01 SAM-01 EUR-12 /097 W

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R 090735Z JAN 76

FM AMEMBASSY TOKYO

TO SECSTATE WASHDC 5956

INFO AMCONSUL HONG KONG

USLO PEKING

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E.O. 11652: N/A

TAGS: ETRD, JA, CH

SUBJ: JAPANESE TRADING FIRMS FACILITATE CHINESE TRADE WITH THIRD COUNTRIES

1. EMBASSY UNABLE CONFIRM DEC. 25 SANKEI SHIMBUN REPORT THAT JAPANESE TRADING FIRMS ESTIMATED THEY ACTED AS GO-BETWEENS IN \$30 MILLION WORTH OF PRC TRADE WITH THIRD COUNTRIES, PRIMARILY IN N. AMERICA AND EUROPE, DURING 1975. HOWEVER, C. ITOH CO. SPECIALIST IN PRC TRADE CONFIRMED THAT SUCH TRANSACTIONS, WHILE NOT YET ROUTINE, ARE INCREASING AND COMMENTED THAT CHINESE CLEARLY ARE BEGINNING TO ASSUME A PRAGMATIC ATTITUDE TOWARD "MIDDLEMAN" ROLE OF JAPANESE TRADING COMPANIES IN CONTRAST TO EARLIER INSISTENCE ON DEALING DIRECTLY WITH FOREIGN TRADING PARTNERS.

2. C. ITOH REP. NOTED THAT THESE THIRD COUNTRY TRANSACTIONS ARE OFTEN DESCRIBED INCORRECTLY AS TRIPARTITE TRADE WHEN, IN FACT, THERE IS NO TRIANGULAR EXCHANGE OF GOODS OR BUSINESS COMMITMENTS INVOLVING JAPAN BUT MERELY USE OF A JAPANESE TRADING HOUSE'S WORLD
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ORGANIZATION TO FACILITATE TRADE BETWEEN CHINA AND

ANOTHER COUNTRY. NOTABLE TRANSACTIONS DURING 1975 WERE
MITSUBISHI CORPORATION'S SALE OF U.S. STEEL SCRAP TO
THE PRC AND EXPORTS OF CHINESE SHRIMP TO THE U.S. VIA
MARUBENI CORPORATION.
HODGSON

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Message Attributes

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